



Procurement Times

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ANSWER CONTRACT FACTOIDS!

2574 Task Orders
\$3.49 B Funded Sales
\$7.75 B Estimated Value

MILLENNIA CONTRACT FACTOIDS!

97 Task Orders
\$3.67 B Funded Sales
\$8.18 B Estimated Value

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Enterprise GWAC Center Inducts 24 GSA Associates into the FY04 ANSWER Hall of Fame

Anjanette Magante

Following a tremendous year in which 418 task orders were awarded for a total of \$967M in funded sales, the Enterprise GWAC Center is naming 24 associates to the FY04 Hall of Fame. The Annual Hall of Fame recognizes GSA professionals for their outstanding client support via the ANSWER Contract and for their multi-million dollar projects across numerous and highly complex projects. Top honors for the FY04 Hall of Fame go to Jerry Herrera, R9, San Francisco Office.

ANSWER Hall of Fame Inductees for FY04

Top Honors – Jerry Herrera

Clarence Robinson
Daniel Dyer
David Chandler
Diemle Phan
Donna Rounds
Edgar Ruffin

Eileen Flanigan
George Privon
Glenn Okinaka
James Lilac
Jerry Herrera
Kyong Cyr

Lealyn Sankey
Mara Shultz
Mark Schimmelbusch
Paul Adams
Ramona Bonbright
Richmond Wong

Robert Spratling
Ronald Eisley
Sheri Torres
Shirley Whitby
Susan Labman
Wendi Harriman

"Get It Right" Course Added to Solutions Edu

Monti Jagers

As a result of the "Get It Right" initiative and the OMB mandates for more oversight of GWACs, a new course designed to balance customer satisfaction with procurement integrity was added to the Solutions Edu curriculum for FY05. The five-day course entitled "Get It Right Plan – Proper Use of GSA Multiple Award Schedules (MAS) and Government Wide Acquisition Contracts (GWACs)", which has been in place since July 2004, provides a complete review of these important and popular sources of goods and services.

The two GSA procurement instruments, which are intended for multiple agency use, serve fundamentally different purposes and have dramatically different sets of rules and procedures for use. This course reviews the unique statutory basis and intent for each contracting vehicle as well as the regulatory implementation of these statutes. Each source's complete procurement cycle (pre-award to close-out) is analyzed. The course stresses critical junctures in the procurement cycle: preparation of the solicitation package; determination of contract type; obtaining competition; source selection process documentation; and writing "within scope" modifications. Each section contains relevant GAO studies and case law to illustrate the basic principles.

ANSWER and Millennia Exceed Small Business Subcontracting Goals

Monti Jagers

Both the ANSWER and Millennia programs have exceeded the FY04 small business subcontracting goals. Our Industry Partners' support of small business participation in the ANSWER and Millennia Programs has been exceptional.

Small business accounts for 52% of the cumulative ANSWER subcontract dollars from FY99 through FY04. On the Millennia program, 48% of the cumulative subcontract dollars went to small businesses.

Enterprise GWAC Center to Develop Cost Reimbursement Guidelines*Paul Martin and Susan Currey*

The Enterprise GWAC Center is developing a cost reimbursement reference tool to address topics such as obtaining audits, validating overhead and billing rates, and processing timely closeout procedures. This effort is in support of the current Millennia and ITOP II GWACs that have issued Cost Reimbursement Task Orders. As a general rule, cost audits are done annually and require Contracting Officers to request outside cost experts. Current fact-findings include discussions with the Region Nine Inspector General (IG) and the Defense Contract Audit Agency (DCAA) as possible resources to assist in the cost reimbursement audits.

DCAA is responsible for performing contract audits and providing accounting and financial advisory services regarding contracts and subcontracts. These services are provided in connection with negotiation, administration, and settlement of contracts and subcontracts. DCAA and GSA IG have established a Memorandum of Understanding to use some audit services of DCAA.

Enterprise GWAC Center Begins Annual Past Performance Surveys on ANSWER and Millennia*Monti Jagers*

The Enterprise GWAC Center is currently in the process of conducting its annual Past Performance Surveys on the ANSWER and Millennia GWACs. The survey measures clients' overall satisfaction with the Industry Partners, and includes quality, schedule, cost, and performance of tasks awarded. In order to obtain relevant feedback from a broad cross-section of the Federal procurement community, the survey is provided to internal and external clients.

The Millennia Past Performance Survey will be conducted in January 2005. ANSWER surveys will also be provided to clients in late January 2005. Responses are due within a 3-week period of clients receiving the survey. By April 2005, the compilation and evaluation processes will be completed and debriefs of the results to the Industry Partners will be conducted in early May 2005.

ANSWER and Millennia Exceed Performance-Based Goals in FY04*Monti Jagers*

Both the ANSWER and Millennia contracts exceeded the performance-based goals in FY04. The ANSWER OMB Report shows the number of task order statements of work written as performance-based increased from 37% in FY03 to 60% in FY04. On the Millennia contract, 50% of the task order statements of work were written as performance-based. Federal laws and regulations now establish a preference for performance-based contracting when buying services, and agencies are making an effort to write their requirements as performance-based.

FTS wants 50 percent of all service contracts awarded in fiscal 2005 to be performance-based. The decision to advocate performance-based contracting follows a September Office of Federal Procurement Policy (OFPP) memorandum requiring agencies to use this type of contracting on at least 40 percent of all contracts worth \$25,000 or more. DOD also has a goal to base 50 percent of eligible services contracts on performance by the end of next year.

The OFPP memorandum also provided a new definition of what constitutes a performance-based service contract: "If more than 50 percent of the requirement is performance-based, as measured in dollars, the services action may be coded as a performance-based services acquisition."

January Events

Date: January 11, 2005
Location: San Diego, CA
Event: ANSWER Quarterly Program Managers Meeting

Date: January 11, 2005
Location: San Diego, CA
Event: Millennia Quarterly Program Managers Meeting

Date: January 25-26, 2005
Location: Crystal City, VA
Event: Solicitation Writing System Workshop

Date: January 25-27, 2005
Location: Fort Worth, TX
Event: Solutions Edu Training – Best Value in Negotiated Procurements Under GWACs

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